



**Occupancy Tax Coordination Committee
AGENDA
March 23, 2026**

Committee Members: CROCITTO, Wild, Strough, Turner, Runyon, Butler, Patchett

Chair of the Board shall serve as an Ex-Officio member when needed in accordance with Section C (4) of the Rules of the Board.

- I. Committee meeting called to order by Chairman Crocitto.
- II. Motion to approve minutes of the February 23, 2026 Occupancy Tax Coordination Committee meeting.
- III. Privilege of the floor and public comment
- IV. Action Agenda/New Business Items:
 - a. **Resolution Request:** To award Adirondack Civic Center Coalition \$200,000
Rationale: To assist in funding the design phase to replace the Ice Pro Chiller Plant and Machine Room of the Harding Mazzotti Arena. Funds will not be available for release until the fourth quarter of 2026.
 - b. **Resolution Request:** To authorize appropriation of funds from the Occupancy Tax Reserve
Rationale: Appropriate \$200,000 from A.881.00 Tourism-Occupancy Tax Reserve to A.6417.0002.480.08 Tourism-Civic Center Capital Costs to assist in funding the design phase to replace the Ice Pro Chiller Plant and Machine Room of the Harding Mazzotti Arena. Funds will not be available for release until the fourth quarter of 2026.
 - c. **Resolution Request:** To extend contract with North Warren Chamber of Commerce until December 31, 2026
Rationale: Three-town regional branding project completion timeline has expanded beyond original contract deadline of December 31, 2025.
 - d. **Resolution Request:** To approve the Spending plan for 2026 as it applies to the towns and City of Glens Falls
Rationale: To request the funding of the **2026 Spending Plan at \$450,000** in the stated amounts below, and to be paid in August of 2026: Lake George (combined Town and Village allocation) \$150,000; Bolton \$60,000; Queensbury \$60,000; Towns & City of Glens Falls \$180,000 (\$20,000 each for the eight remaining towns & City of Glens Falls).
- V. Discussion Items:
 - a. Heather Bagshaw, Tourism Director Report
 - b. Jessica Carson, Cash Flow Report
 - c. Christine Norton, Treasurer Report
- VI. Referrals: None

VII. Privilege of the floor and public comment

VIII. Motion to adjourn

Attachment #1: Resolution Request Form 3 New Contract Glens Falls Civic Center Coalition

Attachment #2: Adirondack Civic Center Coalition packet

Attachment #3: Resolution Request Form 20 Appropriate funds from Occupancy Tax Reserve

Attachment #4: Resolution Request Form 4 Extend Contract North Warren Chamber of Commerce

Attachment #5: Resolution 478 of 2024

Attachment #6: Resolution Request Form 20 Spending Plan

Attachment #7: Resolution 149 of 2025

Attachment #8: Tourism Director Report

Attachment #9: Cash Flow Report

Attachment #10: Treasurer Report

RESOLUTION REQUEST FORM NO. 3

Request for New Contract

DEPARTMENT NAME: Tourism (Occupancy Tax Coordination)

DATE: March 23, 2026

- (a) Is this a Result of a Bid or Request for Proposal? **No**
- (b) Purpose of Contract: **To assist in funding the design phase to replace the Ice Pro Chiller Plant and Machine Room of the Harding Mazzotti Arena**
- (c) Name of Contractor: **Adirondack Civic Center Coalition, Inc.**
- (d) Address of Contractor: **1 Civic Center Plaza, Glens Falls, NY 12801**
- (e) Contractor's Contact Person and Telephone Number: **Jeff Mead, 518-798-0366**
- (f) Has or will the Contract be provided, if so, please attach: **Project scope attached**
- (g) Commencement Date of Contract: **Upon approval of Board of Supervisors**
- (h) Termination Date of Contract: **June 30, 2027**
- (i) Payment Provisions:
 - i) lump sum amount
 - ii) hourly rate amount
 - iii) total amount not to exceed **\$200,000**
 - iv) how will payments be made (i.e. monthly, quarterly, upon completion of the project, etc. **Funds will not be available for release until the fourth quarter of 2026**)
- (j) Where are the Funds for this Contract? List Budget Code, Object Code, Full Title* and Amount: **OR Capital Project OR Capital Reserve Project Number, Title, and Amount: **A.6417.0002.480.08 Tourism - Civic Center Capital Costs \$200,000****

**Sample: A.1010 470 Legislative Board – Contract \$xx.xx
Capital Project No. H289.9550 480 – Old Jail Renovations \$xx.xx**

*as listed in budget and LOGOS

HARDING MAZZOTTI ARENA

LLP

February 16, 2026

To: Warren County Supervisors

From: Jeff Mead, Adirondack Civic Center Coalition Board of Directors

Re: Arena Ice Pro Chiller Plant and Machine Room Update

Warren County Supervisors:

We wanted to give you an update on our Ice Pro Chiller Plant and Machine Room and the need for a full replacement. Below we will detail the current state of our machine room, the reasoning for this need, what we have done currently in this process, and our plan.

CURRENT STATE AND UPDATE

Current Ice Plant Chiller Plant / Machine Room

Our current Ice Pro Chiller Plant was installed in 1999 using a freon refrigerant called r-22. In 2020, r-22 was banned in the United States and is in the phase out process due to ozone depleting properties. We can only purchase reclaimed or recycled refrigerant at this time. Due to this phase out, the cost to purchase r-22 has gone from \$20.00 to \$30.00 per pound in 2020 to \$100.00 to \$200.00 per pound in 2026. Our system requires 5000 pounds to function properly and keep the ice surface frozen. Parts and equipment to work on r-22 are also becoming increasingly difficult to locate to work on and mainly only used parts are now available.

Boilers

The three (3) boilers in the arena were purchased in the early 1980s. Boilers are used for arena heat and hot water. Currently, only two (2) of there are in working condition. Parts are no longer available to purchase for repair on these boilers. The boilers are very low efficient.

Air Handling Units

Air Handling Units 9 and 10 were installed in 1978—original to the building. They were purchased as indoor units that have been used outdoors for forty six (46) years. They are well past their useful life.

Arena Floor

The arena has two (2) floors currently. The last time a replacement was done (1999), a second floor was poured on top of the original floor. A third floor cannot be added, as a potentially collapse of the other two (2) floors may result. These floors must be removed.

Boards and Glass

New boards and glass need to be purchased with this full renovation. The current boards and glass do not meet NHL and AHL standards.

PROCESS AND PLAN

We have engaged CHA Solutions to assist with a solution for our Ice Plant and Machine Room project.

Phase 1—Complete Feasibility Study (document enclosed)

\$40,000.00 internal payment - \$20,000.00 Grant, \$20,000.00 Adirondack Civic Center Coalition Payment.

Phase 2—Engineering and Design (document enclosed)

\$750,000 - \$1.25M	Grants Available
\$200,000.00	City of Glens Falls Approved
\$200,000.00	Warren County—Proposed
TBD	Adirondack Civic Center Coalition



7/15/2025

Mr. Ed Moore
Vice President,
The Adirondack Civic Center Coalition
1 Civic Center Plaza,
Glens Falls, NY 12801

**RE: NYSERDA FlexTech Energy Study
CHA Proposal No. Y02588**

Dear Mr. Moore:

Thank you for considering CHA Consulting as a potential partner for the upcoming Ice Rink and HVAC project at the Cool Insuring Arena. CHA Consulting is an approved NYSERDA FlexTech consultant and can work directly with the state to expedite the funding for the energy study. CHA Consulting will partner with Constantine Kontogiannis from Odyssey Energy Solutions LLC to complete this study. The CHA Team is pleased to submit this proposal for an energy study co-funded by NYSERDA's FlexTech program. This will be a feasibility study with the following objectives:

- Provide 2-3 options for the refrigeration system improvement in alignment with the latest DEC requirements/regulations.
- Investigate the replacement of the existing hot water boilers with high efficiency condensing boilers. The new boilers will serve the new proposal HVAC system and the presently inoperative under slab heating system.
- Investigate the replacement of the existing Air Handling Units (AHUs).
- Investigate the opportunity for thermal energy storage using the currently unused thermal storage tank.
- Investigate the HVAC and ice system controls upgrades including removal of existing pneumatic actuators.
- Investigate any ancillary energy improvements such as lighting, etc.
- Coordinate with National Grid on available power and analyze power requirements of the proposed systems.

The study will include energy savings calculations, carbon emissions calculations, detailed cost estimates and payback periods. The study will serve as a pre-requisite for a design funding application to be submitted to NYSERDA by **7/31/2025**.

Outlined below is our recommended path forward for further developing the refrigeration system and energy improvement project based on current available funding programs:

- **Phase 1** – Complete feasibility study which will serve as a pre-requisite for further NYSERDA funding opportunity during detailed design.
- **Phase 2** – Apply for NYSERDA PON 5614 – Large Scale Thermal Program which is a competitive program that offers up to \$750,000 in design funding by July 31st, 2025. The total engineering cost for



this project is anticipated to be between \$750,000 & \$1,250,000 depending on the final design scope of work.

- **Phase 3 – Construction / Implementation** of the recommended upgrades. Based on the initial conversation during the site meeting on 6/13/2025, the construction cost can range between \$5M and \$7.5M depending on the scope of the work. This can be completed by different delivery methods such as Energy Services Performance Contract, Design/Build or EPC, or traditional design-bid-build. ESPC would allow for expedited completion, followed by DB/EPC then DBB.

Potential Costs and Incentives/Grants

Project Phase	Total Estimated Cost	Available Funding/Grants	Net Cost to Civic Center Coalition
Phase 1 – Study	\$40,000	\$20,000	\$20,000
Phase 2 – Design	\$750k - \$1.25M	\$375k - \$750k	\$375k - \$750k
Phase 3 – Construction	\$5M - \$7.5M	\$1M - \$2M	\$4M - \$6.5M

Project Schedule

The CHA Team will commit the resources necessary to complete the project by 7/31/2025 to submit for the NYSERDA PON 5614 design funding.

Study Proposal Fee

The total project budget and associated NYSERDA cost-share are provided below.

Task	Civic Center Coalition Cost Share (50%)	NYSERDA Cost-share (50%)	Total Project Budget
Feasibility Study	\$20,000	\$20,000	\$40,000

Please note: The proposed study fee is subject to final approval of the project scope and associated budget by NYSERDA. This disclaimer is included to account for any potential revisions or feedback from NYSERDA that may impact the final scope or cost structure. We trust this proposal meets your satisfaction. If you have any questions, please do not hesitate to contact Mitch DeWein at (518) 453 – 3980 at your convenience. Thank you for considering CHA and we look forward to working with you on this project.

Sincerely,

Mitch DeWein, CEM
Business Practice Leader
Generation and Energy Management

CC: Joe Thomson – Chief Engineer, CHA
Saarthak Narsipur – Project Manager, CHA

RESOLUTION REQUEST FORM NO. 20

MISCELLANEOUS

****Please List All Other Requests Not Covered by Previous Resolution Request Forms Here.
Please attach any backup information available and be as detailed as possible.***

DEPARTMENT NAME: Tourism Department

DATE: March 23, 2026

- (a) Purpose of Request: **To authorize appropriation of funds from the Occupancy Tax Reserve**
- (b) Details: **Appropriate \$200,000 from A.881.00 Tourism-Occupancy Tax Reserve to A.6417.0002.480.08 Tourism-Civic Center Capital Costs to assist in funding the design phase to replace the Ice Pro Chiller Plant and Machine Room of the Harding Mazzotti Arena.**
- (c) Previous Resolution Number: **None**
- (d) Where are the Funds (if required)? List Budget Code, Object Code, Full Title* and Amount: **A.881.00 Occupancy Tax Reserve, \$200,000. Funds will not be available for release until the fourth quarter of 2026.**

Sample: A.8021 470 Planning & Community Development – Contract

* as listed in budget and LOGOS

RESOLUTION REQUEST FORM NO. 4

Request for Extending, Rescinding or Amending Existing Contract

DEPARTMENT NAME: Tourism (Occupancy Tax Coordination)

DATE: March 23, 2026

- (a) Purpose of Contract Change: **Extend existing contract**
- (b) Resolution Number, or Numbers if Amended, which Authorized the Original Contract: **478 of 2024**
- (c) Name of Contractor: **North Warren Chamber of Commerce, Inc.**
- (d) Address of Contractor: **3 Dynamite Hill Road, Chestertown, NY 12817**
- (e) Contractor's Contact Person and Telephone Number: **Craig Leggett
518-491-1979**
- (f) Commencement Date of Extension: **December 31, 2025**
- (g) Termination Date of Extension: **December 31, 2026**
- (h) Payment Provisions:
 - i) lump sum amount
 - ii) hourly rate amount
 - iii) total amount not to exceed **\$150,000**
 - iv) how will payments be made (i.e. monthly, quarterly, upon completion of the project, etc.
- (i) Where are the Funds for this Contract? List Budget Code, Object Code, Full Title* and Amount: **OR Capital Project OR Capital Reserve Project Number, and Title, and Amount: **A.6417.0002 469.05 Municipal Application \$150,000****

**Sample: A.1010 470 Legislative Board – Contract \$xx.xx
Capital Project No. H289.9550 480 – Old Jail Renovations \$xx.xx**

*as listed in budget and LOGOS

Warren County Board of Supervisors

RESOLUTION No. 478 OF 2024

RESOLUTION INTRODUCED BY SUPERVISORS MERLINO, STROUGH, RUNYON, BEAN, GERACI, CROCITTO AND STRAINER

AUTHORIZING AGREEMENTS WITH CERTAIN APPLICANTS FOR THE DISBURSEMENT OF 2025 OCCUPANCY TAX REVENUES, TO AUTHORIZE AGREEMENTS AND FUNDING FOR SAME

WHEREAS, at their November 19, 2024 meeting the Tourism & Occupancy Tax Coordination Committee considered written applications from certain applicants as listed on the attached “Schedule A” for 2025 occupancy tax funding and approved special event and municipal event funding requests, now, therefore, be it

RESOLVED, that Warren County enter into the standard form Warren County Tourist and Convention Development Agreement with certain applicants as listed on the attached “Schedule A” with each agreement to be in a form approved by the County Attorney, and be it further

RESOLVED, that the Warren County Board of Supervisors hereby authorizes the Chair of the Board of Supervisors to execute the agreements identified herein and that the funds will be expended from Budget Code A.6417.0002 480, Tourism/Occupancy, Occupancy Tax, Tourism-Special Events - \$861,860 and Budget Code A.6417.0002 469.05, Tourism/Occupancy, Occupancy Tax, Municipal Application Funding - \$414,850.

SCHEDULE "A"

2025 Occupancy Tax Awards

	APPLICANT	EVENT	DATE	AMOUNT OF AWARD
1	Adirondack Axe, LLC	Revolution Rumble	10/3/25 - 10/5/25	\$8,040.00
2	Adirondack Festivals, LLC	Adirondack Wine and Food Festival	6/27/25- 6/29/25	\$31,550.00
3	Adirondack Folk School, Incorporated	2025 Course Catalog	1/1/25- 10/6/25	\$12,852.00
4	Adirondack Hot Air Balloon Festival, Inc.	Adirondack Balloon Festival	9/18/25- 9/21/25	\$60,000.00
5	Adirondack Pub and Brewery, Inc.	Lake George Oktoberfest	10/10/25- 10/12/25	\$27,520.00
6	Adirondack Theatre Festival, Inc.	Adirondack Theatre Festival	6/27/25- 8/6/25	\$17,000.00
7	Adirondack-Albany Weddings/Total Entertainment, Inc.	Lake George DJ Takeover Music & Arts Festival	5/9/25- 5/11/25	\$22,200.00
8	Albany Rods & Kustoms, Inc.	Adirondack Nationals	9/4/25- 9/7/25	\$48,900.00
9	Americade, Inc.	Americade	5/27/25- 5/31/25	\$49,800.00
10	Eastern NY Marine Trades Association, Inc.	Great Upstate Boat Show	3/28/25- 3/30/25	\$18,180.00
11	GenzHomes, Inc. d/b/a Alpha Win	Lake George Triathlon	8/29/25- 8/31/25	\$15,570.00

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12	Glens Falls Collaborative and the City of Glens Falls	Adirondack Holiday Festival	12/5/25-12/7/25	\$19,775.00
13	Hudson Valley Volunteer Firefighters' Association, Inc.	Annual Firefighters Convention & Parade	6/11/25-6/14/25	\$25,725.00
14	Hyde Collection	Exhibitions and Programs at The Hyde Collection	1/1/25-12/31/25	\$24,990.00
15	Imagination Nation, Inc.	Wonderplace Alpha	5/2/25-5/4/25	\$20,510.00
16	Improv Records, Inc.	Massive Mascarave	10/31/25-11/1/25	\$20,240.00
17	Improv Records, Inc.	Soul Bloom Music and Wellness Festival	9/12/25-9/14/25	\$20,600.00
18	Improv Records, Inc.	Memorial Meltdown	5/30/25-5/31/25	\$18,360.00
19	Improv Records, Inc.	Adirondack Independence Music Festival	8/29/25-8/31/25	\$28,400.00
20	Kevin Richards Entertainment and Travel, LLC	Kevin Richards' "Nashville in the North Country - Close Up Country Festival"	3/15/25-3/17/25	\$18,270.00
21	Kevin Richards Entertainment and Travel, LLC	Kevin Richards' "Nashville in the North Country - Close Up Country Festival"	10/16/25-10/19/25	\$16,485.00
22	Lake George Arts Project	Jazz at the Lake	9/12/25-9/14/25	\$11,680.00
23	Lake George Battlefield Park Alliance	Henry Knox 1775 Commemoration	12/11/25-12/13/25	\$12,113.00
24	Lake George Music Festival, Inc.	Lake George Music Festival	6/8/25-6/19/25	\$31,200.00

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25	Lake George Winter Carnival, Inc.	Lake George Winter Carnival	1/24/25-3/2/25	\$83,130.00
26	Lake Theatre Productions, Inc.	Lake George Dinner Theatre	7/11/25-10/11/25	\$7,125.00
27	Lawrence & Cooper, Inc.	Thursday Market & Food Truck Corral	5/22/25-9/11/25	\$5,913.00
28	Lower Adirondack Pride	Annual Pride Festival	6/1/25-6/1/25	\$9,700.00
29	Lower Adirondack Regional Arts Council (LARAC)	LARAC Annual June Arts Festival	6/14/25-6/15/25	\$20,341.00
30	Marcella Sembrich Memorial Association, Inc.	The Sembrich Summer Music Festival	6/4/25-8/30/25	\$9,140.00
31	Northeastern District Barbershop Harmony Society	Northeastern District Barbershop Harmony Society Division Contest and Convention	5/2/25-5/3/25	\$9,160.00
32	Prime Time Lacrosse, Inc.	Lake George National Invitational	7/18/25-7/20/25	\$36,100.00
33	Silver Bay YMCA	Bluegrass in Heaven	9/12/25-9/14/25	\$6,885.00
34	Six Flags Great Escape L.P.	Oktoberfest	8/23/25-9/21/25	\$13,175.00
35	Special Olympics New York, Inc.	Special Olympics State Fall Games	10/17/25-10/18/25	\$24,050.00
36	Warren County Historical Society	Warren County Commission for 250 th Anniversary of American Revolution	1/1/25-12/31/25	\$15,090.00
37	Warrensburg Chamber of Commerce	World's Largest Garage Sale	10/3/25-10/5/25	\$36,908.00

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38	World Awareness Children’s Museum	Beyond the Exhibit	6/1/25-8/31/25	\$5,183.00
TOTAL				\$861,860.00
<i>to be paid from A.6417.0002 480, Special Event Funding</i>				
	APPLICANT	EVENT	DATE	AMOUNT OF AWARD
1	City of Glens Falls	Support Existing and New Events happening in Glens Falls in 2025	1/1/25-12/31/25	\$100,000.00
2	Lake Luzerne Regional Chamber of Commerce	Lake Luzerne Concerts and Food Trucks	1/1/25-12/31/25	\$10,250.00
3	North Creek Ski Shuttle	Provide a Shuttle from North Creek to Gore Mountain Ski Area(s)	1/1/25-12/31/25	\$17,500.00
4	North Warren Chamber of Commerce	North Warren Three-Town Regional Branding	1/1/25 - 12/31/25	\$150,000.00
5	Town of Horicon	Food Truck Fridays on the Pond	Summer 2025	\$22,100.00
6	Town of Lake George	McPhillips Preserve at French Mountain (Park Development)	1/1/25 - 12/31/25	\$100,000.00
7	Town of Warrensburg	Warrensburg’s Holiday Spirit	1/1/25-12/31/25	\$15,000.00
TOTAL				\$414,850.00
<i>to be paid from A.6417.0002 469.05, Municipal Application Funding</i>				

RESOLUTION REQUEST FORM NO. 20

MISCELLANEOUS

****Please List All Other Requests Not Covered by Previous Resolution Request Forms Here.
Please attach any backup information available and be as detailed as possible.***

DEPARTMENT NAME: Tourism (Occupancy Tax Coordination Committee)

DATE: March 23, 2026

- (a) Purpose of Request: **To approve the Spending Plan for 2026 as it applies to the towns and City of Glens Falls**
- (b) Details: **To request the funding of the 2026 Spending Plan at \$450,000 in the stated amounts below, and to be paid in August of 2026: Lake George (combined Town and Village allocation) \$150,000; Bolton \$60,000; Queensbury \$60,000; Towns & City of Glens Falls \$180,000 (\$20,000 each for the eight remaining towns & City of Glens Falls).**
- (c) Previous Resolution Number: **149 of 2025**
- (d) Where are the Funds (if required)? List Budget Code, Object Code, Full Title* and Amount: **A.6417.0002 469, Other Payments/Contributions \$450,000**

Sample: A.8021 470 Planning & Community Development – Contract

* as listed in budget and LOGOS

Warren County Board of Supervisors

RESOLUTION NO. 149 OF 2025

RESOLUTION INTRODUCED BY SUPERVISORS CROCITTO, RUNYON, PATCHETT, GILLIGAN, ETU, THOMAS AND MERLINO

APPROVING THE 2025 OCCUPANCY TAX SPENDING PLAN FOR MUNICIPALITIES AND AUTHORIZING AGREEMENTS FOR TOURISM PROMOTION AND TOURIST AND CONVENTION DEVELOPMENT SERVICES

WHEREAS, the County is authorized and empowered to impose a tax upon persons occupying any facility providing lodging on an overnight basis by section 1202-u of the Tax Law (also known as Chapter 422 of the Laws of 2003, as amended) and thereafter, the County enacted various local laws, with the most recent being Local Law 5 of 2018, which imposes and collects occupancy tax in Warren County, and provides that after deducting amounts provided for the County's administration of such tax, that revenues derived from such tax shall be allocated to enhance the general economy of the County of Warren, and its cities, towns and villages through the promotion of tourist activities, conventions, trade shows, special events and other directly-related and supported activities, and

WHEREAS, the Warren County Board of Supervisors seeks to provide occupancy tax awards to municipalities in Warren County to further enhance the general economy of the County of Warren and the City of Glens Falls (the "City"), the Towns of Bolton, Chester, Hague, Horicon, Johnsbury, Lake George, Lake Luzerne, Queensbury, Stony Creek, Thurman, and Warrensburg (the "Towns"), and the Village of Lake George (the "Village"), through promotion of tourist activities, conventions, trade shows, special events, and other directly-related and supported activities by the City, Towns and Village, and

WHEREAS, the Tourism Director requested, and the Occupancy Tax Coordination Committee agreed, to the 2025 Occupancy Tax Spending Plan for Municipalities which, in part, would authorize agreements with the City, Towns and Village for the 2025 calendar year, in the revenue amounts set forth on the 2025 Occupancy Tax Municipal Spending Plan Chart herein, as of April 11, 2025:

2025 Occupancy Tax Municipal Spending Plan

Municipality	Amount	Notes
Town and Village of Lake George	\$150,000	Combined Town and Village allocation paid to Town of Lake George
Bolton	\$ 60,000	
Queensbury	\$ 60,000	
Remaining Towns & City of Glens Falls	\$180,000	\$20,000 to City of Glens Falls and to each of the eight remaining Towns

now, therefore, be it

RESOLVED, that the Chair of the Board of Supervisors be, and hereby is, authorized and directed to execute agreements providing 2025 occupancy tax revenue to the City, Towns and Village, as set forth above in the 2025 Occupancy Tax Municipal Spending Plan, effective April 11, 2025, with payments to be made in August of 2025 following the appropriation of funds to be accomplished by separate resolution, and as provided by the preambles of this resolution, in a form approved by the County Attorney, and be it further

RESOLVED, that the Warren County Treasurer be, and hereby is, authorized and directed to pay the amounts specifically set forth above, with all payments to be made in August of 2025 following the appropriation of funds to be accomplished by separate resolution, upon receipt of: (1) A fully executed agreement; (2) A copy of the resolution enacted by the Municipality accepting the award and approving the terms of the agreement; and (3) A County voucher.

Warren County Occupancy Performance Report

February 2026 Year-Over-Year Comparison

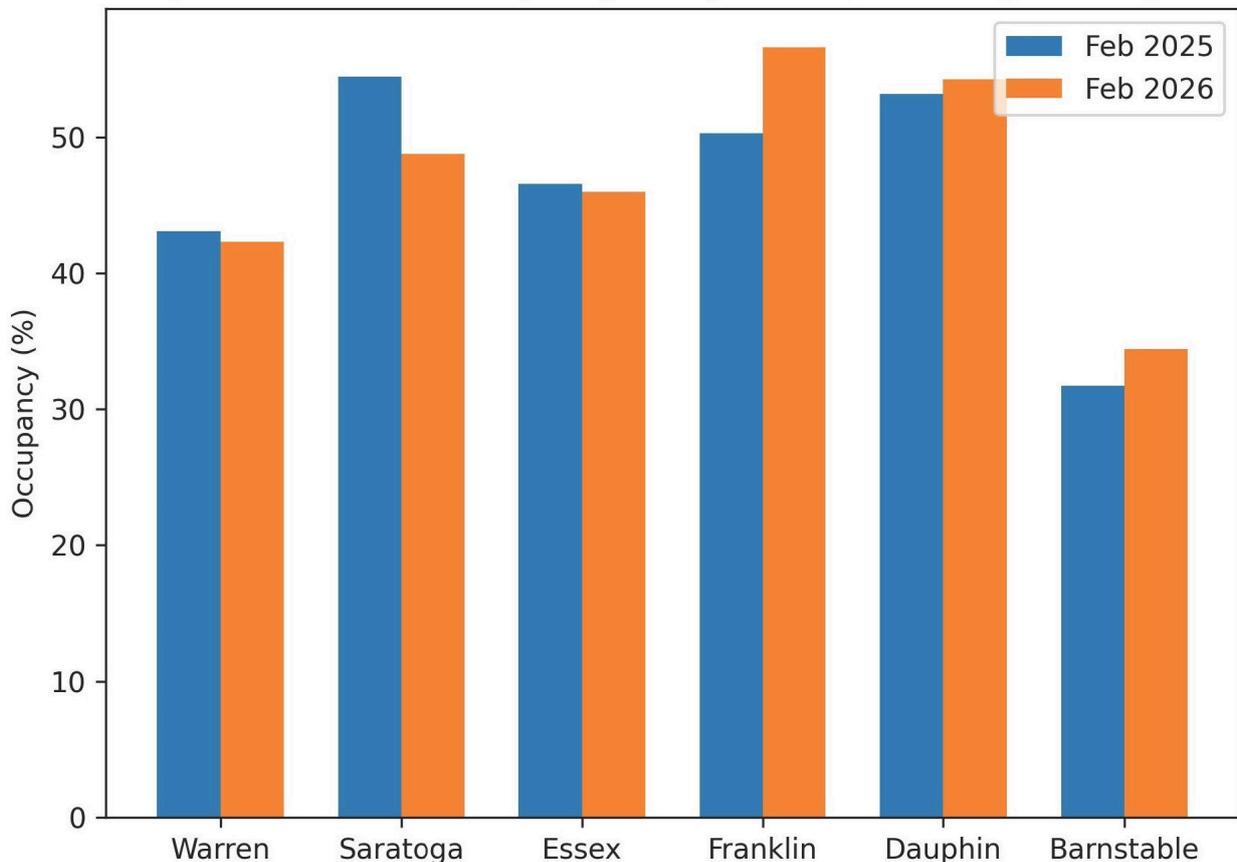
Hotel Performance (CoStar)

Warren County lodging performance experienced a **modest decline in February 2026 compared to February 2025**. Occupancy declined slightly and hotels lowered rates, resulting in a moderate decrease in revenue per available room (RevPAR). At the same time, room supply increased slightly while demand declined marginally.

- **Supply:** 125,188 available room nights (+0.5%, 124,572)
- **Demand:** 53,088 available room nights (-1.4%, 53,844)
- **Revenue:** \$7.7M (-4.9%, \$8.1M)
- **Average Occupancy:** 42.3% (-1.9%, 43.1%)
- **Average ADR:** \$135.67 (-3.5%, \$140.56)
- **Average RevPAR:** \$61.07 (-5.7%, \$64.74)

Competitive Market Analysis (CoStar)

Despite these changes, Warren County's decline was **less severe than several competitive counties**, indicating relatively stable winter performance within the regional market.



NOTE: Dauphin County, PA (Hershey, Harrisburg), Barnstable, MA (Cape Cod)

Warren County

Cash Flow - Tourism

3 Month Projection

February 2026

Actual

	Actual Dec 2025	Actual Jan-26	Actual Feb 2026
Beginning Cash Flow			
Balance	\$ 3,197,864	\$ 3,047,400	\$ 3,211,824
Receipts			
State/Federal Aid	\$ -	\$ -	\$ -
All Other Revenue	\$ 567,715	\$ 597,562	\$ 348,696
Total Receipts	\$ 567,715	\$ 597,562	\$ 348,696
Disbursements			
Payroll	\$ 41,029	\$ 35,953	\$ 42,316
Employee Benefits	\$ 12,896	\$ 15,087	\$ 14,093
All Other Disbursements	\$ 664,254	\$ 382,098	\$ 489,470
Total Disbursements	\$ 718,179	\$ 433,138	\$ 545,879
Ending Cash Flow Balance	\$ 3,047,400	\$ 3,211,824	\$ 3,014,641

Projected

	Projected March 2026	Projected April 2026	Projected May 2026
Balance	\$ 3,014,641	\$ 2,842,746	\$ 2,435,851
Receipts			
State/Federal Aid	\$ -	\$ -	\$ -
All Other Revenue	\$ 500,000	\$ 200,000	\$ 150,000
Total Receipts	\$ 500,000	\$ 200,000	\$ 150,000
Disbursements			
Payroll	\$ 43,575	\$ 43,575	\$ 43,575
Employee Benefits	\$ 13,320	\$ 13,320	\$ 13,320
All Other Disbursements	\$ 615,000	\$ 550,000	\$ 2,350,000
Total Disbursements	\$ 671,895	\$ 606,895	\$ 2,406,895
Ending Cash Flow Balance	\$ 2,842,746	\$ 2,435,851	\$ 178,956

ACTUAL Tourism Cash on HAND vs. INVESTED:

Tourism CASH ON HAND	\$ 1,547,400	\$ 1,711,824	\$ 1,514,641
Tourism CASH INVESTED (ICS Reserve)	\$ 1,500,000	\$ 1,500,000	\$ 1,500,000
Total Tourism Cash Balance	\$ 3,047,400	\$ 3,211,824	\$ 3,014,641

Projected

Tourism CASH ON HAND	\$ 1,342,746	\$ 935,851	\$ -
Tourism CASH INVESTED (ICS Reserve)	\$ 1,500,000	\$ 1,500,000	\$ 178,956
Total Tourism Cash Balance	\$ 2,842,746	\$ 2,435,851	\$ 178,956